



DoSomething

VP, Development

New York City, NY



Background

DoSomething.org is that national hub for youth-centered activism. We are a thirty-year-old nonprofit fueling young people to change the world. We have mobilized millions of DoSomething.org members to clothe young people in homeless shelters, clean up 3.7 million cigarette butts from the streets, run the largest youth-led sports equipment drive, and registered over 415, 000 young people to vote since 2018! Want to know more about our impact? Check out our [2022 Year in Review](#).

Position

The Vice President, Development (VPD) is an integral part of DoSomething's dynamic senior leadership team. Reporting directly to the CEO, the VPD will be an ambitious, highly experienced, strategic development professional with a proven track record of generating a diverse revenue stream and cultivating a team in support of this effort.

The VPD will be responsible for crafting a clear vision and results-driven roadmap for development that includes fundraising and development best practices and building and effectively managing a team of five employees. This is an exciting opportunity for a leader who has a passion for generating resources for youth-led social change and who is prepared to excel in a goals-oriented and mission-driven environment.

Responsibilities

Revenue Generation (70%)

Lead the overall creation and execution of the organization's development strategy for increasing revenue, meeting annual operating and revenue goals, and actively growing and diversifying funding streams to include individuals, corporations, foundations, government funding, and special events.

- Create both annual and multi-year fundraising plans, including long-range objectives and criteria for progress and measuring success. Monitor and iterate fundraising plans against targets
- Develop and execute a major gifts program. Cultivate, solicit, and steward a portfolio of current and new donors, prospects and key strategic partners at the five-, six- and seven-figure level
- Develop and execute a multi-faceted corporate partnership program designed to engage employees, and negotiate and secure funded collaborations
- Expand and strengthen the public, private and family foundation portfolio
- Develop and implement a government contract strategy
- Establish and maintain data-driven systems and structures to support weekly, monthly and quarterly reporting to internal and external stakeholders; leverage data systems for exemplary donor stewardship

- Manage the day-to-day administration and execution of all fundraising and development operations
- Oversee the development and execution of all fundraising, cultivation, and stewardship events.
- Work closely with the CEO and executive leadership to identify potential funding for current programmatic initiatives and new programs that further DoSomething's strategic plan

People, Team & Organizational Leadership (20%)

Define and set team practices of work, culture and direction aligned with DoSomething's core values. Manage and lead by example with clear intention and commitment to building a collaborative and results-oriented team towards excellence.

- Manage, mentor and develop a five person team to execute on all OKRs
- Cultivate a team that reflects DoSomething diversity, equity, inclusion and belonging goals and the communities we serve and advocate for continuous growth, development and advancement
- Set objectives and performance goals for individual team members consistent with the strategic plan and linked to desired organizational outcomes
- Work closely with the VP, Communications & Marketing to create and execute print and digital communications, special events, and other efforts, as needed
- Foster collaboration and innovation throughout and across every level of the organization, including with members of the Executive Team; partner to assess, iterate and evolve critical business processes
- Support the CEO and Board of Directors in their fundraising efforts, provide leadership and support to the Development Committee and its Chair, and report and present on revenue and development initiatives to the Board as a whole.

Communications and Thought-Leadership (10%)

Represent and act as brand ambassador for DoSomething through thought-leadership opportunities including, but not limited to, presenting at conferences and contributing to editorial and content creation.

- Stay current on trends across cause spaces relevant to DoSomething and probe regularly for opportunities to share, promote or articulate organizational POV.

Qualifications

What you'll bring:

- 10+ years cumulative leadership experience as a Fundraising and Development professional

- Direct experience in nonprofit or cause-based leadership strongly preferred
- A proven track record cultivating, soliciting and stewarding major donors, foundations and corporate partners
- Strong strategic thinking skills; the ability to lead initiatives that increase revenue, awareness, and impact across multiple stakeholder groups
- Deep knowledge of development best practices and the philanthropic landscape, specifically as it relates to individual donors, corporate partners, institutional funding, giving trends, and charitable contributions
- Flexible, bold and creative thinking to identify “big bets” - strategic funding opportunities that fundamentally align with organizational goals for innovation and transformation
- Expert storytelling and communication skills, both verbally and in writing, that share our story in a compelling, concise, insightful way to audiences
- Exceptional project management skills with strong attention to detail
- A deep appreciation for building and cultivating high performing teams
- A demonstrated growth-mindset
- A genuine belief in the collective power of young people, and obsession with getting young people to take action on important social issues
- Experience overseeing a CRM, relational database and process for tracking the donor cultivation and stewardship cycle

Who you are:

- **Committed to intersectional equity.** An ability to lead across differences and model a commitment to continuous learning and exploration of race, equity, inclusion and cross-cultural competency in the workplace.
- **Experienced at applying an entrepreneurial approach to fundraising.** Must have successful experience developing and diversifying revenue streams through a combination of industry best practices and creativity.
- **A strong written and verbal communicator.** Must be an effective storyteller, presenter, and negotiator with dexterity in style and delivery to engage a wide range of constituencies and shrewd extemporaneous communication skills.
- **Analytically minded and able to synthesize complex information through a donor-centric lens.** Must have the ability to connect stories with data, and present in a digestible, easy to understand way.
- **A successful team builder and mentor.** An escalating and proven management track record of successfully building and retaining diverse teams, and consistently employing inclusive and race-intentional leadership practices to engage and grow reports.

- **A steadfast thought-leader.** Must have a high degree of comfort and confidence stepping up as a thought-leader across the entire organization, with external partners, in the philanthropic community and field;
- **Negotiation and influence.** An ability to invite key stakeholders in the planning and development of action plans/processes to gain buy-in and commitment and build consensus; collaborative by nature with an affinity for working cross-functionally; a discernible passion for developing and mentoring team members is a must.
- **Operational/business mindset.** Proven track record of building processes for managing workflows of complex projects and competing priorities; understanding how to maximize impact while also maintaining appropriate resourcing to take “smart” risks and learn from mistakes. Should be versed in the annual cycle of organizational planning and Development’s role therein, to contribute substantially to annual forecasting, budget development and planning processes.
- **People manager.** Proven track record of successfully building, retaining and developing diverse teams, and of consistently employing inclusive and race-intentional leadership practices to engage and grow reports.
- **Believe in young people.** You are curious about the needs and wants of young people across the spectrum of identity and difference and believe that their involvement in civic engagement, democracy, human services, etc. has the power to change young people, their communities and the world!

Compensation

Salary Range: \$150,000-\$170,000

Select Perks & Benefits

- 3 weeks vacation, paid winter holiday break (from Christmas to New Years), and ½ Day Summer Fridays (Memorial Day to Labor Day!).
- Medical and dental premiums fully covered by us. You read that right!
- An incredibly compelling reason to wake up and make it to work every day.

Location

DoSomething.org has its headquarters in NYC. Preferably, candidates will be based in the New York City Metro area, but candidates in other locations within the U.S. will be considered.

This position description is based upon material provided by DoSomething, an equal opportunity employer.

To apply for this position, please click [HERE](#).



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